

Message Text

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71

ACTION EUR-12

INFO OCT-01 ISO-00 CIAE-00 PM-04 INR-07 L-03 ACDA-05

NSAE-00 PA-01 SS-15 PRS-01 SP-02 USIA-06 TRSE-00

SAJ-01 NSC-05 H-02 EB-07 /072 W

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R 091850Z MAR 76

FM AMEMBASSY LONDON

TO SECSTATE WASHDC 9686

SECDEF

INFO AMEMBASSY ANKARA

AMEMBASSY BONN

AMEMBASSY BRUSSELS

AMEMBASSY COPENHAGEN

AMEMBASSY ATHENS

AMEMBASSY LISBON

AMEMBASSY LUXEMBOURG

AMEMBASSY OSLO

AMEMBASSY OTTAWA

AMEMBASSY PARIS

AMEMBASSY ROME

AMEMBASSY REYKJAVIK

AMEMBASSY THE HAGUE

USMISSION NATO BRUSSELS

USNMR SHAPE

USLOSACLANT

CINCLANT

USCINCEUR

CINCUSAFE

USDOCOSOUTH

USLO AFCE T BRUNSSUM

C O N F I D E N T I A L LONDON 03710

BRUSSELS PASS USDEL MC

DEFENSE FOR IQA. ODDR&E. OSAF. CSAF

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E.O. 11652: GDS

TAGS: OCON. MILI. UK, NATO
SUBJECT: NATO AIRBORNE EARLY WARNING

REF: STATE 55644

1. EMBASSY LONDON WELCOMES VISIT OF USAF/ISA BRIEFING TEAM IN FORTHCOMING WEEKS TO DISCUSS NATO AWACS PROGRAM WITH UK AUTHORITIES. SUGGEST THE BRIEFING BE CAST TO REFLECT FOLLOWING CONSIDERATIONS:

A) DESCRIPTION OF THE AWACS PROGRAM IN LAYMAN'S TERMS WITH MINIMUM EMPHASIS ON THE TECHNICAL DETAILS OF PROGRAM. BRIEFING SHOULD BE FOCUSED ON THE IMPORTANCE OF AWACS IN BROAD POLITICAL/MILITARY TERMS SUCH AS STATE MSG 268529 ARTICULATED. WE RECOMMEND THAT BRIEFING ADDRESS THE IMPORTANCE OF AWACS IN A MANNER TO PERSUADE VERY SENIOR OFFICIALS WITH BROADER INTERESTS AND RESPONSIBILITIES THAN PROGRAM PER SE. AS THEY CERTAINLY WILL HAVE A MAJOR DECISION-MAKING ROLE IN THE APPROVAL OF NATO AWACS DUE TO LARGE COST OF PROGRAM.

B) EMPHASIZE THE OFFSET ARRANGEMENTS BENEFICIAL TO THE UK AEROSPACE INDUSTRIES AS WELL AS TO OTHER COUNTRIES FUNDING THE PROGRAM. ANOTHER IMPORTANT POINT THAT SHOULD BE EMPHASIZED IS THE LIFE CYCLE COST BENEFITS TO THE FUNDING NATIONS--ESPECIALLY IF THE CORE AWACS IS BOUGHT AND ENHANCEMENTS ARE INCLUDED IN A PHASED APPROACH WHICH WILL PUT PRIMARY EMPHASIS ON EUROPEAN AEROSPACE CAPABILITIES AND PRODUCTION. THIS IS A PARTICULARLY SENSITIVE AREA AS THE NATO AWACS PROGRAM OFFICE IS SUPPOSED TO BE RECOMMENDING THE OPTIMUM CONFIGURATION TO THE MINISTERS. HOWEVER, THE FACTS OF LIFE ARE THAT THE CHEAPEST AWACS IS THE ONE THAT IS GOING TO HAVE THE BEST CHANCE OF PROCUREMENT ESPECIALLY IF THE ENHANCEMENTS ARE INCLUDED AS MENTIONED ABOVE. THIS FURTHER SWEETENS THE ECONOMIC BENEFITS TO THE FUNDING COUNTRIES.

2. DUE TO STRONG SUPPORT BY UK/MOD FOR NATO AWACS PROGRAM, RECOMMEND THAT LONDON BE THE INITIAL STOP IN ORDER TO GAIN THE MAXIMUM IMPACT FOR VISIT TO FRG. THE BRITISH WILL LEND FULL SUPPORT IN OUR EFFORTS TO GET CONFIDENTIAL

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FRG TO SOLVE THE PROBLEMS CAUSED BY FRG DELAY IN FUNDING.

3. UK PARTICIPATION IN THE AEW PROGRAM IS VERY SENSITIVE AND ALL ADDRESSEES SHOULD BE AWARE THAT AMOUNT OF UK FUNDS AVAILABLE MENTIONED IN STATE 55644 PARA 6C SHOULD NOT BE COMPROMISED. THIS FUNDING WILL BE AVAILABLE OVER AN APPROXIMATE FIVE-YEAR PERIOD.

ARMSTRONG

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